

CLAIMS

What is claimed is:

1. A method for effectively selling at least one of products and services comprising
the steps of:
3 (a) determining an existing network framework;
4 (b) defining a plan which includes improvements to the existing network
framework;
6 (c) displaying a pictorial representation of the existing network framework and a
plurality of components of the existing network framework; and
7
8 (d) indicia coding the components of the existing network framework in order to
sell at least one of products and services relating to the components of the
existing network framework, wherein the at least one of products and
services are necessary to implement the improvements.
- 1 2. A method for effectively selling at least one of products and services as recited in
claim 1, wherein the step of defining the plan includes identifying the absence of
at least one of products and services in the components of the existing network
framework.
- 1 3. A method for effectively selling at least one of products and services as recited in
claim 1, wherein the components to which the products or services relate are
indicia coded.
- 1 4. A method for effectively selling at least one of products and services as recited in
claim 1, wherein a legend is presented which defines the indicia coding with
respect to the products or services.
- 1 5. A method for effectively selling at least one of products and services as recited in
claim 1, wherein the components of the existing network framework are selected
from the group of components including security services, network services, web

4 services, client services, integration capabilities, data services, directory services,
5 management services, operation services, and developer services.

1 6. A method for effectively selling at least one of products and services as recited in
2 claim 1, wherein the components of the existing network framework are selected
3 from the group of components including commerce-related services, content-
4 related services, administration-related services, customer-related services, and
5 education-related services.

1 7. A method for effectively selling at least one of products and services as recited in
2 claim 1, wherein the indicia coding is selected from the group of indicia coding
3 including texture coding, color coding, and shading coding.

1 8. A method for effectively selling at least one of products and services as recited in
2 claim 1, wherein the existing network framework is a web architecture
3 framework.

Pet 27 9. A computer program embodied on a computer readable medium for effectively
selling at least one of products and services comprising:
3 (a) a code segment that determines an existing network framework;
4 (b) a code segment that defines a plan which includes improvements to the existing
5 network framework;
6 (c) a code segment that displays a pictorial representation of the existing network
7 framework and a plurality of components of the existing network framework;
8 and
9 (d) a code segment that indicia codes the components of the existing network
10 framework in order to sell at least one of products and services relating to the
11 components of the existing network framework, wherein the at least one of
12 products and services are necessary to implement the improvements.

- 1 10. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the code segment that defines the plan includes a
3 code segment that identifies the absence of at least one of products and services
4 in the components of the existing network framework.

- 1 11. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the components to which the products or services
3 relate are indicia coded.

- 1 12. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein a legend is presented which defines the indicia
3 coding with respect to the products or services.

- 1 13. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the components of the existing network framework
3 are selected from the group of components including security services, network
4 services, web services, client services, integration capabilities, data services,
5 directory services, management services, operation services, and developer
6 services.

- 1 14. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the components of the existing network framework
3 are selected from the group of components including commerce-related services,
4 content-related services, administration-related services, customer-related
5 services, and education-related services.

- 1 15. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the indicia coding is selected from the group of
3 indicia coding including texture coding, color coding, and shading coding.

1 16. A computer program for effectively selling at least one of products and services
2 as recited in claim 9, wherein the existing network framework is a web
3 architecture framework.

1 17. A system for effectively selling at least one of products and services comprising:
2 (a) logic for determining an existing network framework;
3 (b) logic for defining a plan which includes improvements to the existing network
4 framework;
5 (c) logic for displaying a pictorial representation of the existing network framework
6 and a plurality of components of the existing network framework; and
7 (d) logic for indicia coding the components of the existing network framework in
8 order to sell at least one of products and services relating to the components
9 of the existing network framework, wherein the at least one of products and
10 services are necessary to implement the improvements.